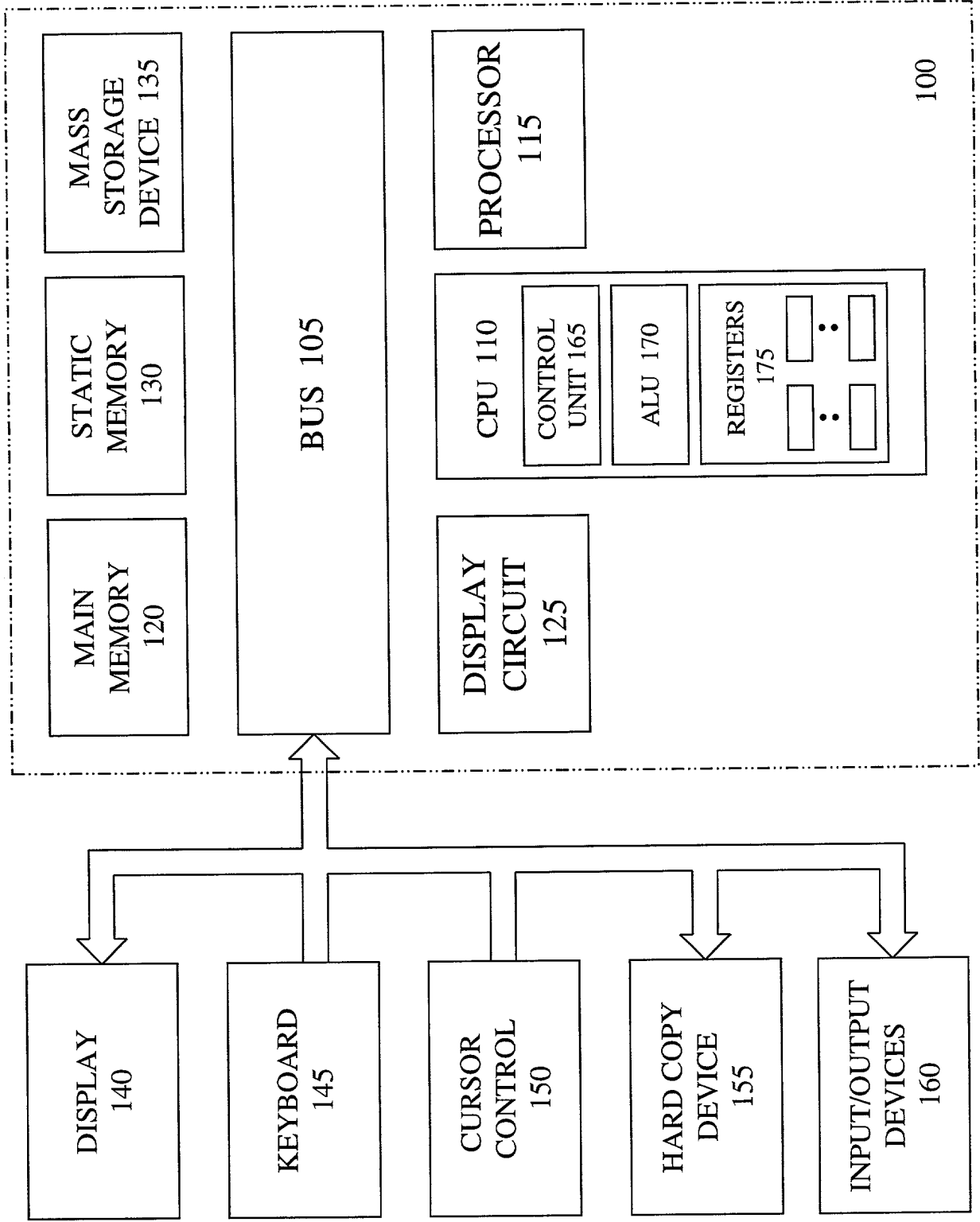


FIG. 1



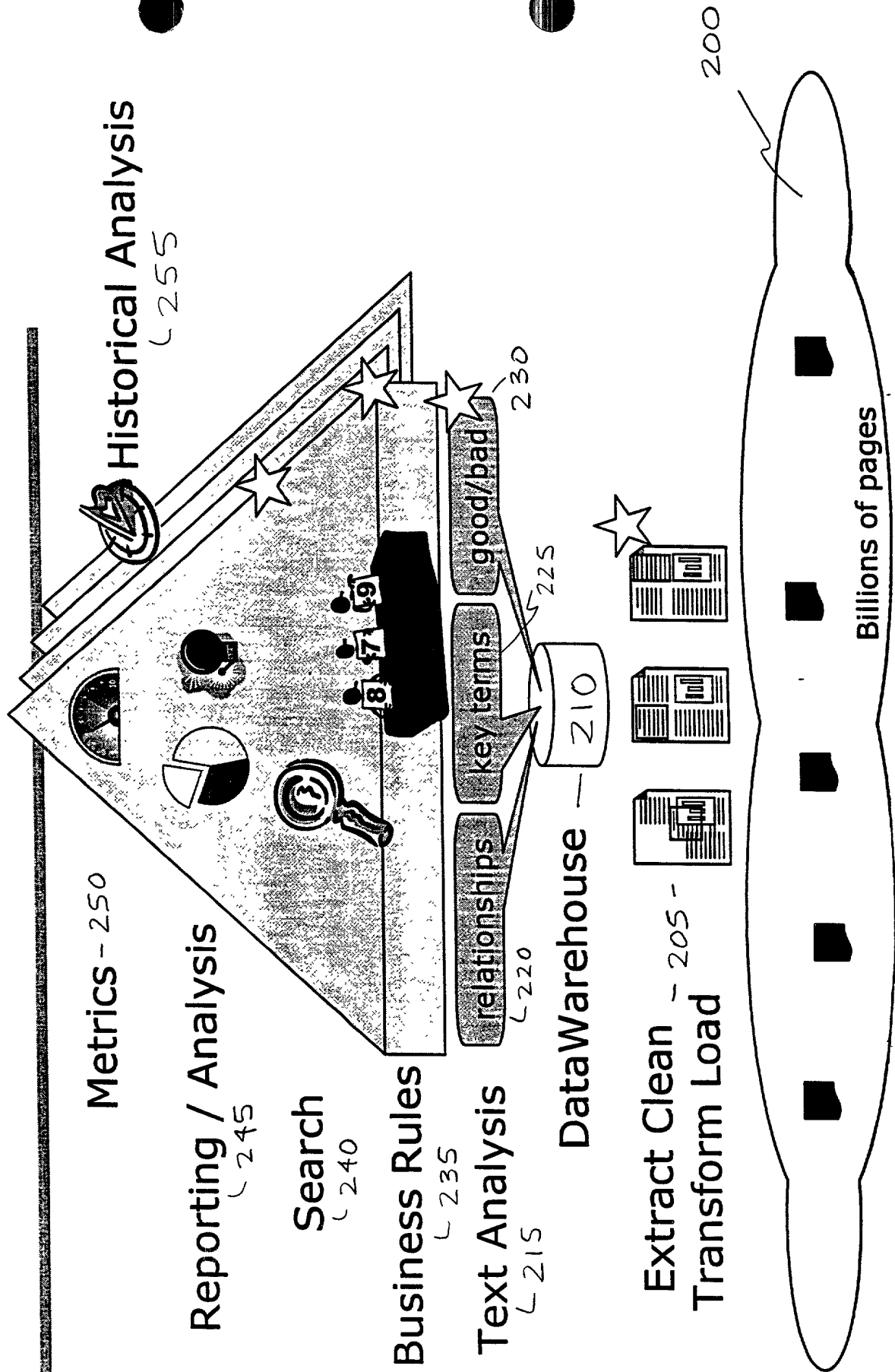


FIG. 3

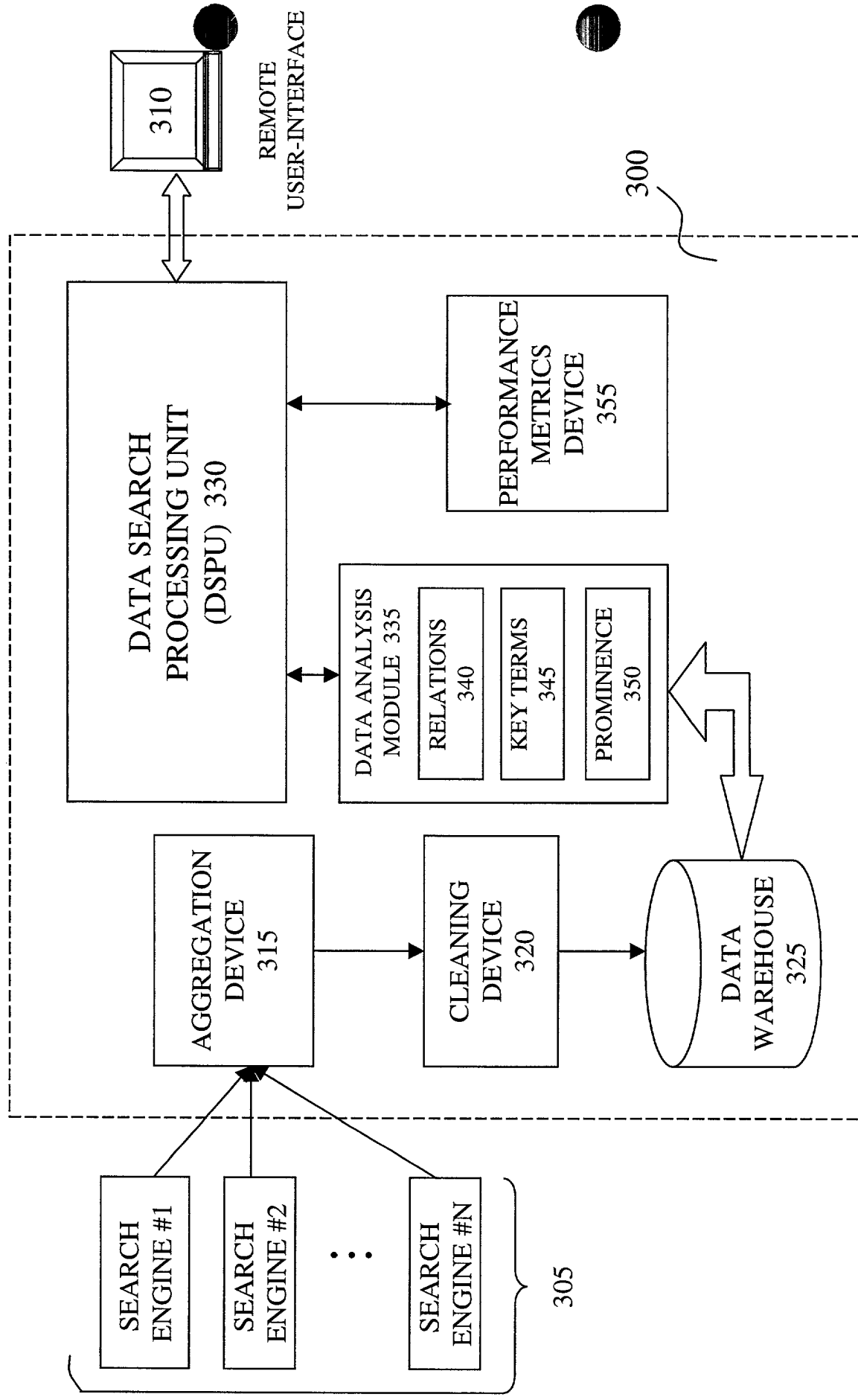


FIG. 4

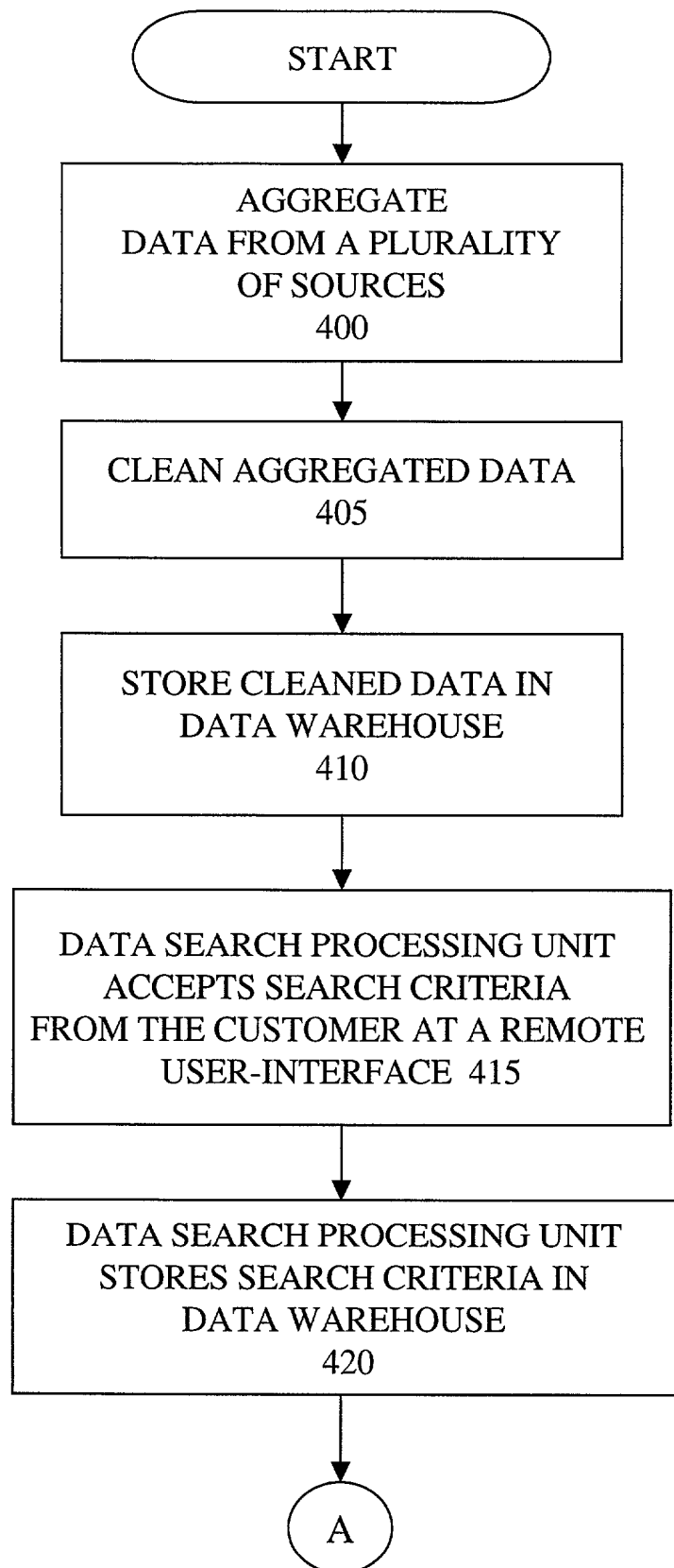


FIG. 4A

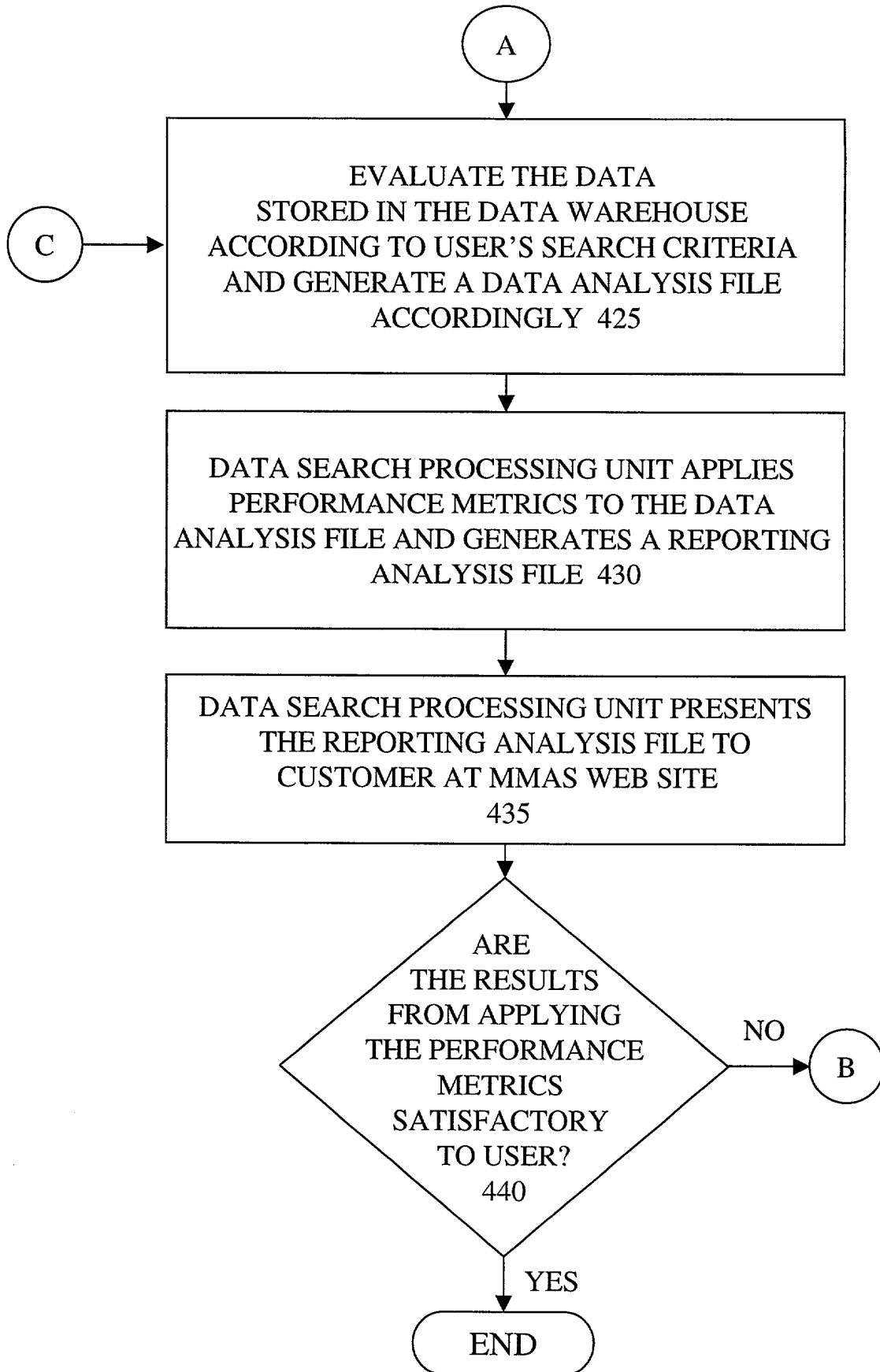
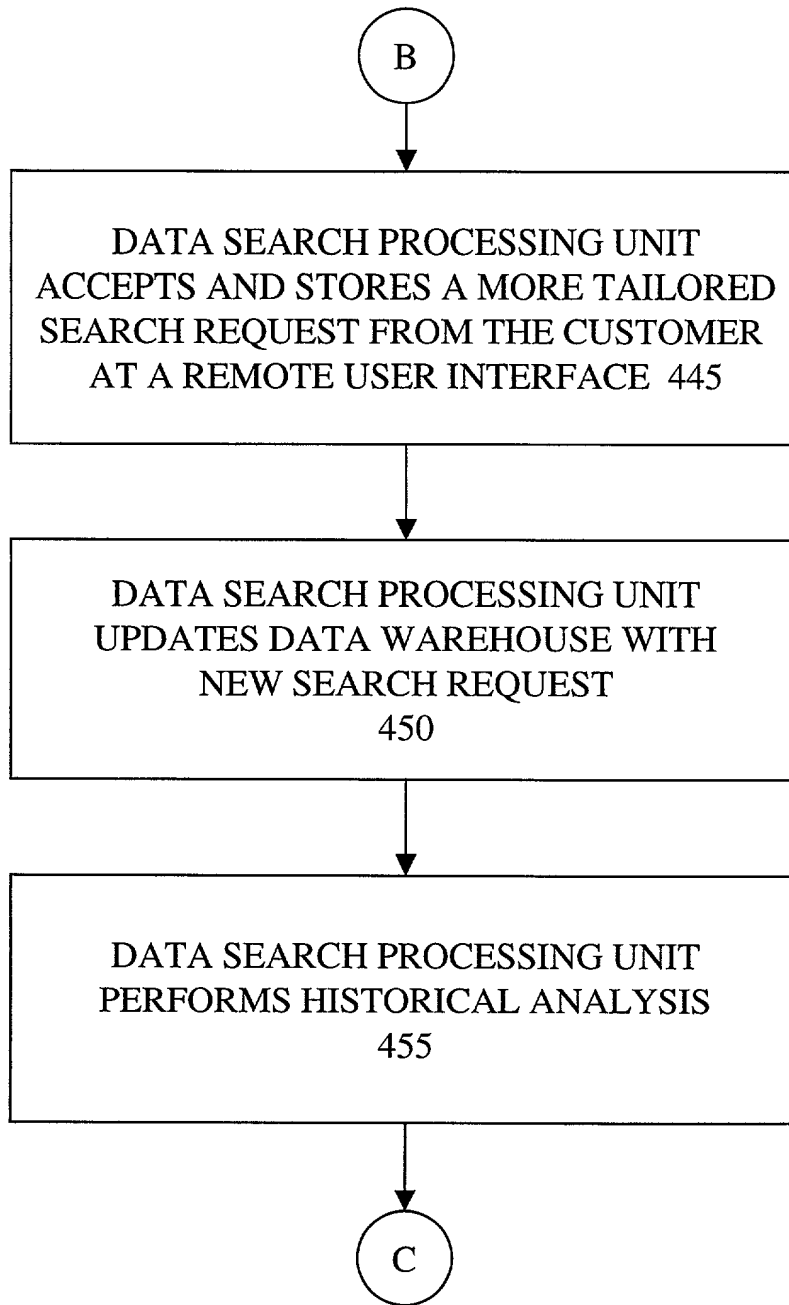


FIG. 4B





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Reporting Metric Info

Enter information about the metric.

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Site Ratings

Rate each site on relevance scale from 1 to 100. A rating of 0 will remove the site from consideration

Site Name	Rating
Boston Herald	<input type="text" value="0"/>
CNNfn - the financial network	<input type="text" value="0"/>
Fortune.com	<input type="text" value="0"/>
The Standard	<input type="text" value="100"/>
VARBusiness Magazine	<input type="text" value="0"/>
Wired Magazine	<input type="text" value="100"/>
Wired News	<input type="text" value="100"/>
Yahoo Stock Message Board	<input type="text" value="0"/>
ZDNet: eWEEK	<input type="text" value="100"/>
eWEEK (Formerly PCWEEK)	<input type="text" value="100"/>
VARBusiness	<input type="text" value="0"/>
Wall Street Journal	<input type="text" value="0"/>
BizReport.com	<input type="text" value="0"/>
Boston Globe Online	<input type="text" value="0"/>
Business 2.0	<input type="text" value="100"/>
Business Wire	<input type="text" value="0"/>
Business2.com	<input type="text" value="100"/>
CNET	<input type="text" value="100"/>
CNET News.com	<input type="text" value="100"/>
ClickZ Network	<input type="text" value="0"/>

FIG. 5


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Siebel mindshare

This report summarizes the mindshare in our space. Data is calculated using the ratings defined by th

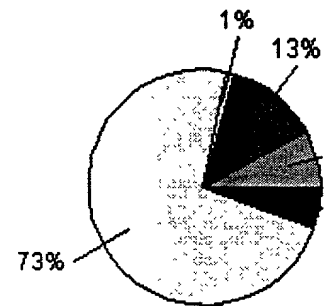
Timeframe: 30 days

Rating Metric: Equal Weight

Publications: All

60

See also:
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	Message		News	
	Mentions	Percent(%)	Mentions	Percent
Clarify, Inc	10	2%	8	
Pivotal	74	13%	13	
Salesforce.com, Inc			4	
Siebel Systems	485	83%	85	
Vantive Corporation	12	2%	4	

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Going long-distance to get ASPs in gear

Author Evan Koblentz

ArticleDate Sunday 10/22/00

Publication ZDNet: eWEEK

URL <http://www.zdnet.com/filters/printerfriendly/0,6061,2643100-54,00.html>

Score 9%

Keywords Server Commerce Edition, Web, application server, based collaboration, business serv application, e-commerce software, frame relay, hosting company, networking compan vendor, telecommunications company, vice president.

Partners No partners found

Competitors No competitors found

People Gayle Howard, Online Site, President Clinton.

Companies Compaq Computer, Digex, Intermedia Communications, Lotus Development, Microsoft Systems, Sprint, Sun Microsystems, Web Site, application service provider, eBusiness provider.

Quotes "As you move more and more applications into a network environment, the No. 1 concern should be quality of network-based applications near capacity," Howard said.

"In the longer game, when you look at all the components required to provide applications going to be the underpinning.

"It fit into the things we needed to strengthen our company, which is name recognition sales force."

Full list of quotes from this story...

Summary of Text Sprint Corp. wants to expand its reputation beyond simple long-distance calling and Internet applications enabler, according to company officials. For the rebate plan, Sprint will offer rebates to members who refer customers to Sprint. According to Howard, what qualifies Sprint to enter the enablement industry is its experience in networking. Regarding Sprint's future role in the Internet space, Howard said the company hopes to compete against better-known and more established companies, such as Exodus Communications Inc., and against its traditional rival, WorldCom. Howard, WorldCom, like Sprint, was known as a telecommunications and networking company last summer when it acquired hosting company Digex Inc., of Beltsville, Md., through the company Intermedia Communications Inc., of Tampa, Fla. WorldCom, of Clinton, Miss., had a deal with Sprint, but that deal was blocked by federal regulators.

Full story at: <http://www.zdnet.com/filters/printerfriendly/0.6061.2643100-54.00.html>



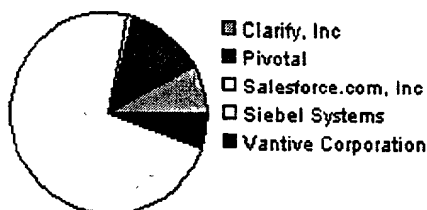
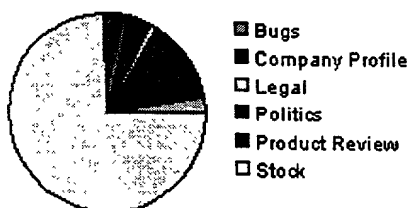
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- (BW)(MA-UNICA) Unica Corporation Expansion Contr Offices; New Offices to Provide Sales, Services in Fast